

Message Text

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PAGE 01 KUWAIT 02634 220902Z

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FM AMEMBASSY KUWAIT

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INFO AMEMBASSY ABU DHABI

AMEMBASSY BEIRUT

AMEMBASSY CARACAS

AMCONSUL DHAHRAN

AMEMBASSY DOHA

AMEMBASSY JIDDA

AMEMBASSY LAGOS

AMEMBASSY LONDON

AMEMBASSY TEHRAN

USINT BAGHDAD

USMISSION OECD PARIS

C O N F I D E N T I A L KUWAIT 2634

LIMDIS

E.O. 11652: GDS

TAGS: ENRG KU

SUBJ: GOK-GULF OIL COMPANY RELATIONS

1. DURING UNSCHEDULED MEETING WITH NEW UNDERSECRETARY OF FINANCE
SHAIKH ALI KHALIFA AL-SABAH, WHO DEEPLY INVOLVED IN KOC TAKEOVER
NEGOTIATIONS, EMBOFF ASKED WHETHER THERE ANYTHING HE COULD SAY
ABOUT CURRENT NEGOTIATIONS. FYI NORMALLY GOK REPS, EXCEPT
IN MINISTER-AMBASSADOR EXCHANGES NEVER REVEAL ANYTHING ABOUT
CURRENT GOK-COMPANY NEGOTIATIONS END FYI. TO OUR SURPRISE
ALI KHALIFA SAID GOK QUOTE LIKES THE WAY YOUR COMPANY IS
ACTING UNQUOTE; HE THEN PROCEDDED TO DESCRIBE GOK DESIRE NE-
GOTIATE SEPERATE WITH GULF AND BP ALONG LINES REPORTED REFTEL.
ALI KHALIFA EXPLANIED GOK WANTS TO ENTER INTO WIDE RANGING
RELATIONSHIP WITH GULF BOTH IN AND BEYOND ENERGY FIELDS IN KUWAIT
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PAGE 02 KUWAIT 02634 220902Z

AND ELSEWHERE.

2. COMMENT: WHATEVER GOK'S TOTAL MOTIVES ARE IN CONNECTION WITH KOC TAKEOVER NEGOTIATIONS, ALI KHALIFA MADE IT CLEAR THAT KUWAITIS BELIEVE THERE ARE REAL ADVANTAGES IN DEVELOPING BROADER RELATIONS WITH GULF BOTH IN TERMS OF ENERGY AND INVESTMENT PROGRAMS. ALI KHALIFA MENTIONED HOUSING COOPERATION IN EGYPT, AND WE KNOW FROM OTHER SOURCES THAT GOK SERIOUSLY CONSIDERING WORKING WITH GULF IN US REAL ESTATE PROJECTS.

3. FOR PAST YEAR OR SO GULF HAS BEEN SONSCIOUSLY CULTIVATING SUCH A RELATIONSHIP AS EVIDENCED BY VISITS BY GULF REAL ESTATE OFFICIALS AND PROVISION BY GULF AT GOK'S REQUEST OF EXPERT FOR BILLION DOLLAR KUWAIT GAS UTILIZATION PROJECT. GULF HAS ALSO BEEN COOPERATE WITH KUWAIT OIL TANKERS COMPANY. MORE-OVER, DURING SAME TIME WE HAVE BEEN TOLD BY ATEEQI AND OTHERS THAT BP HAS DISTINCTLY LESS COOPERATIVE REPUTATION. APPEARS, INSHORT, THAT BOTH GULF AND GOK SEE SEVERAL IMPORTANT BENEFITS TO BE DERIVED FROM EXPANDED AND DEEPER RELATIONSHIP.
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